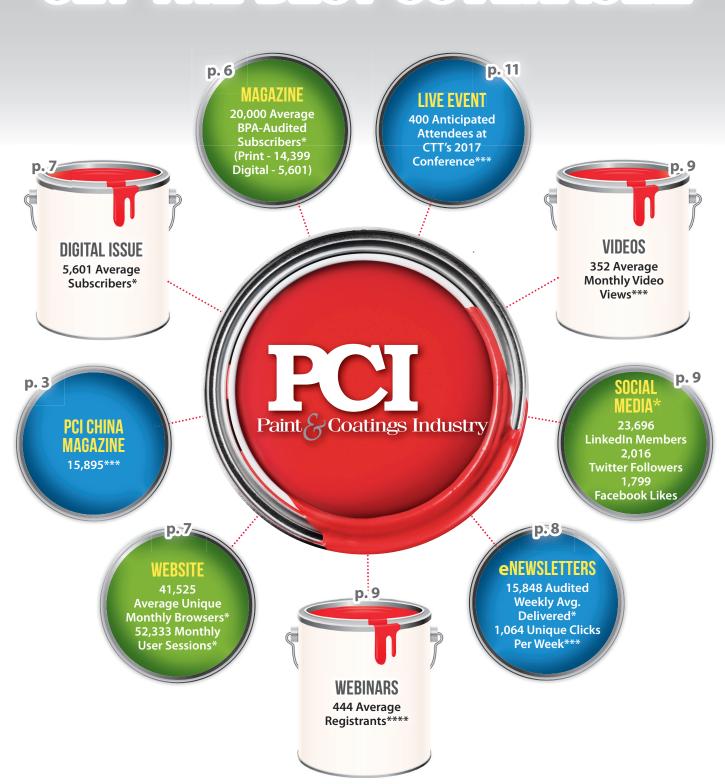


**(** 



# **GET THE BEST COVERAGE...**



- \* PCI June 2016 BPA Brand Report
- \*\* 2015 Reader Preference Profile Study
- \*\*\* Media Owner's Data
- \*\*\*\* PCI Dec. 2015 BPA Brand Report

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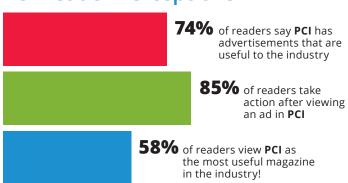
## **Targeting Your Customers**

**PCI** reaches R&D personnel, chemists and formulators - the very people you want to reach with your advertising efforts. **PCI** is now the ONLY BPA-audited publication in the industry!\*\*\*\*\* BPA Worldwide is an independent, not-for-profit organization, which verifies the audience data of business and consumer media: online, print and social. In other words, **PCI** uses the BPA audit to assure you that our audience claims are correct.

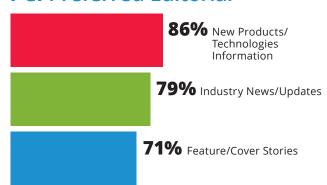
	PCI*	Coatings World*	Coatings Tech*
Total Qualified Circulation	20,000	No longer audited by the BPA	N/A
R&D Chemistry/Formulation	6,684	No longer audited by the BPA	N/A
Manufacturing/Operations/Production/ Import/Export/Supply Chain Management	3,755	No longer audited by the BPA	N/A
Formulators/Manufacturers of Paint/ Coatings/Adhesives/Sealants/Printing Inks	14,626	No longer audited by the BPA	N/A
Suppliers to Manufacturers	3,937	No longer audited by the BPA	N/A
Average Website Unique Browsers Per Month	41,525	No longer audited by the BPA	N/A

## **PCI** Reader Perceptions\*\*

**(** 

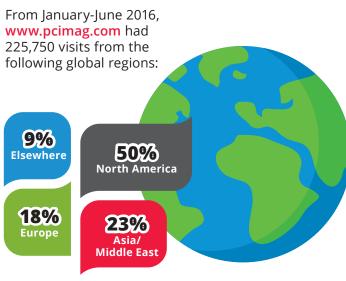


#### **PCI** Preferred Editorial\*\*



48% of readers rely on the ads in PCI to inform them of new products or services available

## Connect With Customers Around The Globe\*\*\*



#### PCI China\*\*\*

Reach customers in China with our China Edition, published 9 times a year and reaching 15,895 coatings manufacturers in China. In addition, the digital issue is deployed to 2,600 subscribers in 62 different countries! Our China office translates all ads and articles free of charge!

## **Globally Social\***

Our Social Media channels reach all over the world! 23,696 LinkedIn Members 2,016 Twitter Followers 1,799 Facebook Likes

- \* **PCI** June 2016 BPA Brand Report; Coatings World is no longer BPA audited; Coatings Tech is not audited.
- \*\* 2015 Reader Preference Profile Study
- \*\*\* Media Owner's Data
- \*\*\*\*\*Industry including PCI, Coatings World and Coatings Tech





## 2017 PCI EDITORIAL TOPICS FOR LIQUID AND POWDER COATINGS

Issue/Ad Closing	Emphasis and Special Topics in Print	Additional Marketing Opportunities (Special rates for advertisers in these issues.)	Shows and Conferences Bonus Distribution
<b>SPECIAL EDITION</b> Ad Closing Dec. 16	2017 Coatings Supplier Handbook (CSH) - 10 <sup>th</sup> Annual Corporate Profile Edition	Free Corporate Profile to match your ad size Supplier of the Week in Insider News Advertisers in the CSH will receive a 25% discount on any size ad in January or February.	Sent to key coatings decision makers and distributed at over 10 events around the globe.
<b>JANUARY</b> Ad Closing Dec. 5	Pigments/Colorants Advancements in Additives Architectural Coatings – Interior/Exterior/Concrete	MUST SEE Products and Services eBlast	World of Concrete, January 16-20, Las Vegas
<b>FEBRUARY</b> Ad Closing Jan. 5	Smart Coatings Resin Developments Waterborne Technology UV/EB Technology and Equipment		<ul> <li>44th Annual Waterborne Symposium, Feb. 19-24, New Orleans</li> <li>Smart Coatings, Feb. 22-24, Orlando</li> <li>uv/eb West, Feb. 27-March 1, San Francisco, CA</li> </ul>
MARCH Ad Closing Feb. 6	Industrial Coatings     Adhesives and Sealants     Sustainable Technology     European Coatings Show Preview     Manufacturing/Testing/Curing Equipment	European Coatings Show Package  Exhibit-in-Print and Online  Pre-show LinkedIn post  MUST SEE Product eBlast – with LEADS  Coverage in PCI's daily show eNewsletter  Pre-show mention in PCI's Insider News eNewsletter  Bronze, Silver & Gold Packages Available!	* ASC Spring Convention & Expo, April 3-5, Atlanta * European Coatings Show, April 4-6, Nuremberg, Germany
APRIL Ad Closing Mar. 7	Marine Coatings     Additive Developments     Low-/Zero-VOC Technology     Pigments/Colorants/Dispersions		sSCT Annual Meeting, April 30-May 3, Sarasota, FL
MAY Ad Closing Apr. 5	Specialty Chemicals     Automotive Coatings     Biobased Technology     Eastern Coatings Show Preview     Manufacturing/Testing/Curing Equipment	Eastern Coatings Show Package  • Exhibit-in-Print and Online  • Pre-show LinkedIn post  • MUST SEE Product eBlast – with LEADS  • Coverage in PCI's daily show eNewsletter  • Pre-show mention in PCI's Insider News eNewsletter  Bronze, Silver & Gold Packages Available!	FOCUS, May 4, Troy, MI  Eastern Coatings Show, May 15-18, Atlantic City, NJ  Sink or Swim, TBD, Independence, OH  FOCUS OF THE STATE O
<b>JUNE</b> Ad Closing May 5	2017 Additives Directory     Additives editorial, and directory of additives suppliers and distributors	• Free logo listing	Global Top 10
JULY Ad Closing June 6	<ul> <li>The Global Top 10 and PCI 25</li> <li>Monomers/Oligomers</li> <li>Solventborne Technology</li> <li>Antimicrobials/Biocides/Fungicides</li> </ul>	MUST SEE Products and Services eBlast     Pigment Directory     Digital pop up company sponsorships	
AUGUST Ad Closing July 6	Binder Technology Low-/Zero-VOC Technology Manufacturing/Testing/Curing Equipment Transportation Coatings (Aerospace, Automotive, Rail, Marine) Special Portuguese section for ABRAFATI	- Equipment directory	= ABRAFATI, Oct. 3-5, Sao Paulo, Brazil
<b>SEPTEMBER</b> Ad Closing Aug. 4	CTT Preview     Specialty Chemicals     Sustainable Solutions     Architectural Coatings	CTT Show Package  Exhibit-in-Print and Online  Pre-show LinkedIn post  MUST SEE Product eBlast – with LEADS  Coverage in PCI's daily show eNewsletter  Pre-show mention in PCI's Insider News eNewsletter  Bronze, Silver & Gold Packages Available!	• CTT, Sept. 14-15, Lombard, IL
OCTOBER Ad Closing Sept. 5	Additives     Distributors     Wood Coatings     Western Coatings Show Preview     Pigments/Colorants/Dispersions/TiO <sub>2</sub>	Distributor profiles     Western Coatings Show Package     Exhibit-in-Print and Online     Pre-show LinkedIn post     MUST SEE Product eBlast – with LEADS     Coverage in PCI's daily show eNewsletter     Pre-show mention in PCI's Insider News eNewsletter Bronze, Silver & Gold Packages Available!	Western Coatings Symposium, Oct. 15-18, Las Vegas TiO, World Summit/Pigment and Color Science Forum, TBD uv/eb East, TBD
NOVEMBER Ad Closing Oct. 5	Resin Developments  Emerging Technology  Direct-to-Metal/Corrosion Control  Manufacturing/Testing/Curing Equipment	Discounted Emerging Technology Profile	
<b>DECEMBER</b> Ad Closing Nov. 7	<b>- 2018 Buyers' Guide in Print and Online</b> - 2017 Article Index	Advertisers receive free Directory listing in print and at www.pcimag.com/buyersguide	
<b>SPECIAL EDITION</b> Ad Closing Dec. 19	2018 Coatings Supplier Handbook = 11 <sup>th</sup> Annual Corporate Profile Edition	Free Corporate Profile to match your ad size     Supplier of the Week in Insider News     Advertisers in the CSH will receive a 25% discount on any size ad in January or February, 2018	<ul> <li>Sent to key coatings decision makers and distributed at over 10 events around the globe in 2018.</li> </ul>







## **2017 PCI CHINA EDITORIAL TOPICS**



PCI China, now published nine times a year, reaches 15,895\*\*\* coatings manufacturers in China. In addition, the China digital issue is deployed to over 2,600 subscribers in 62 different countries!\*\*\* Our China office translates all ads and articles free of charge!

Issue/Ad Closing	Emphasis and Special Topics	Bonus Distribution	
FEBRUARY/MARCH  IO DUE - Jan. 15  ART DUE - Jan. 22	Polymer Developments Manufacturing /Testing/Curing Equip. Wood Coatings  Company Profile: Polymers	European Coatings Show, April 4-6, Nuremberg, Germany	
APRIL  IO DUE - Feb. 16  ART DUE - Feb. 23	+ Company Profile: Polymers  Pigments/Colorants Advancements in Additives Architectural Coatings – Interior/Exterior/Concrete  + Company Profile: Additives		
MAY  IO DUE - Mar. 16  ART DUE - Mar. 23	* Industrial Coatings  * Waterborne Technology  * UV/EB Technology and Equipment  + Company Profile: Pigments	Asia Coatings Congress, May 16-17, Ho Chi Minh City, Vietnam	
JUNE IO DUE - Apr. 15 ART DUE - Apr. 25	* Marine Coatings     * Smart Coatings     * Sustainable Technology     + Company Profile: Equipment	Paint Coutings Inclusry  Paint Coutings Inclusry  ###################################	
<b>JULY</b> IO DUE - May 16 ART DUE - May 23	* The Global Top 10 * Waterborne Technology * 2017 Buyers' Guide	Paint Continues TO AND HERM	
SEPTEMBER  IO DUE - July 15  ART DUE - July 22	Polymers Automotive Coatings Antimicrobials/Biocides/Fungicides Manufacturing/Testing/Curing Equipment  Company Profile: Solvents	理解颜料分散体	
OCTOBER  IO DUE - Aug. 17  ART DUE - Aug. 24	* Additives * Industrial Coatings * 3C Coatings * Solvent-Based Technology	To Principle State of the State	
NOVEMBER  IO DUE - Sept. 16  ART DUE - Sept. 23	Distributors Pigments/Colorants Architectural Coatings	CHINACOAT, Shanghai, China	
DECEMBER  IO DUE - Oct. 17  ART DUE - Oct. 24	* UV/EB Technology * Specialty Chemicals * Manufacturing /Testing/Curing Equip. * ChinaCoat Report	2004	

+ Free matching profile space with a 1/2 page or larger ad.





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\*\*\*Media Owner's Data





## **Emerging Technologies**

Promote your new technology in **PCI's** November EMERGING

TECHNOLOGIES issue with a ½ page profile featuring a 200-word description, photo and/or logo. November display advertisers receive ½ off their profile.



### Classifieds

Promote a job opening, business opportunity, or a product or service with your classified appearing in print and online at www.pcimag.com/cla



# Showcase or Exhibit-in-Print (and Online)

Draw attention to your product or company's presence at an upcoming industry event with a 1/8 page Showcase or Exhibit-in-Print. Please



submit your own highresolution PDF file. The dimensions for this ad are 3.25" wide x 2.25" tall. These ads also appear online at www. pcimag.com/exhibits.

#### **Directories**

Whether your potential customers use print, digital or online to source paint and coatings products, **PCI** is there. By listing your company in one or more of **PCI**'s Directories you have quick access to a targeted audience of potential buyers in your industry. We have made major improvements to our online directories; here are some of the benefits you will receive:

 Drastically improved Search Engine Optimization (SEO) that helps your visibility when products, companies, and keywords are searched;

 New online ad opportunities to drive traffic to your website;

 Logos and company descriptions pulled forward on the product index pages for ultimate brand recognition;

 Brochure files, product photos, and videos are just a few of the new features you can add to your listing;

• Info Request available for EVERY company listed in the directory. Potential buyers can send a request to single or multiple companies defining their objectives, goals and deadlines.



#### **Available Directories**

• **2018 Buyers' Guide:** Published in the Dec. 2017 issue. If you are a supplier to the coatings industry, you should list your products/services in this comprehensive guide used by coatings manufacturers every day.

• Additives Directory: Published in the June 2017 issue. If you supply additives, you should list in the directory section of this targeted Additives issue that is sure to connect you to your decision makers.

 China Buyers' Guide: Published in the July 2017 China issue. Your fully translated listing will appear in PCI's July China Buyers' Guide.

## Special 13<sup>th</sup> Issue: Coatings Supplier Handbook

Include an ad and profile in our Annual Coatings Supplier Handbook (CSH). Receive a ½-page profile with a ½-page ad, or a full-page profile with a full-page

ad. The CSH will be mailed directly to key coatings decision makers in late January and will be globally distributed at over 10 events in 2017. Each CSH profile is also featured as a Supplier of the Week in **PCI's** Insider News eNewsletter.







## WEBSITE FEATURES

## www.pcimag.com

41,525\* average unique monthly browsers



#### Website Ads & Sizes

	AD TYPE	DESKTOP
1	Leaderboard	728 x 90
2	Product of the Week	900 x 500
3	Rectangle Ad	180 x 150
	Half Page	300 x 600
	Medium Rectangle	300 x 250
	Mobile Banner	320 x 50
	Super Leaderboard	970 x 90
	Skyscraper	160 x 600

#### **Additional Opportunities**

- · Topic Sponsorships
- Article Sponsorships
- Keyword and Search Sponsorships
- Expandable and Rich Media (Floating Interstitial, Slider, Billboards, Pushdown and Filmstrip)

## **Retargeting Available!**

Expand your impressions and reach to **www.pcimag.com's** visitors as they move around the web! Ask your sales representative for more information on what retargeting can do for your business.

## **GeoTargeting**

Direct your ads to your audience with GeoTargeting, which allows you to specify which states, regions or countries view your ad.



## **Digital Edition**

Digital Edition: **PCI** delivers expanded exposure with our Digital Edition, sent to subscribers and posted on our website. This multi-functional platform provides unique advertising options and great LEAD generation! Sponsorship opportunities:

- Left of Cover ad
- Skyscraper
- Banner
- · Logo ad
- Tab to Your Full-Page ad
- · Embedded Video

# Additional Sponsorships Available:

- Audio or Video
- Gatefold, Bellyband, Blow-in-Card
- Call Back Card or Business Reply Card



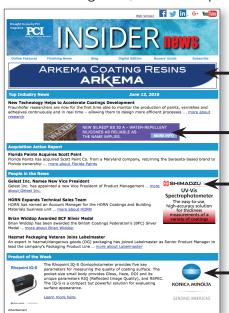
<sup>\*</sup> PCI June 2016 BPA Brand Report



## **eNEWSLETTERS**

## **Weekly Insider News**

Advertise your company in this anticipated information source. Insider News is delivered to an average of 15,848\* recipients with an average of 1,064\*\*\* unique click-throughs per week.



Leaderboard:

728 x 90

**Embedded Banner:** 

468 x 60

Rectangle: 180 x 150

#### **Product of the Week**

Feature your new product in one of our weekly Insider News editions. Lead package available for an additional fee. Includes up to 150 words (photo/logo optional).



## Finishing eFlash

**PCI** deploys a monthly eNewsletter that focuses on finishing news, products and processes to coatings end users and applicators. The ad options are the same as Insider eNews. See page 10 regarding sponsoring Finishing Today web pages and articles.

## TechNote eBlasts

Sponsor your own lead-

generating **TechNote** eBlast. Provide a variety of text, pictures and ads and we do the rest! You pick the demographics you wish to send to.

(1)



## **MUST SEE Products** and Services eBlast

PCI's MUST SEE eBlasts reach over 23,000\*\*\* subscribers, generating valuable leads. Listings include a 75-word write-up (including a link of your choice), as well as your company logo and a photo. Book today to guarantee a top position in the January, March, May, July, September or October MUST SEE eBlasts.

## **PCI Daily Show eNews**

Daily Show eNewsletters cover all of the latest technology showcased at the conference/trade show as well as breaking news as it happens. Sent to over 15,000\*\*\* subscribers, this show eNewsletter offers a variety of advertising options (space is limited). See the Editorial Calendar for more information on Show Packages and event-specific advertising opportunities.



PCI June 2016 BPA Brand Report \*\*\* Media Owner's Data







## Social Media Sponsorship

Ask your **PCI** sales rep how you can connect to PCI's 23,696 LinkedIn members, 2,016 Twitter followers and 1,799 Facebook likes\*.

Facebook: Posts, Videos or Welcome Pages

Twitter: Tweets, Sponsored Background or Widget YouTube: Broadcast your video on PCI's YouTube

Channel

LinkedIn: Sponsored Discussions









#### Webinars

PCI's webinars are a great way to showcase your knowledge and expertise on industry-related topics – giving attendees the information they need, all while you collect valuable leads. Plan for a webinar today!



- Branding: Our team conducts a full marketing campaign to attract audiences to your content and products.
- Customization: Add continuing education credits, screen share demos, video or webcam streams, or marketing automation integration.

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## **Videos**

Our video packages capture incredible detail about your company and deliver it to your customers in a unique way. With an average of 352\*\*\* video views per month, take advantage of this unique opportunity! Or, let your company's products be the focus of a Coatings Flash Video presented by PCI Editor Kristin Johansson. Videos are also promoted in our eNewsletter and posted to PCI's YouTube Channel.

## **Native Advertising**

#### **Push Your Content Out Through PCI's Online Editorial Channels**

Drive brand awareness as a thought leader by publishing your non-commercial content alongside our trusted editorial online, in our eNewsletter and on our social media outlets.

#### **Native Advertising Package**

Package includes publishing one piece of your high-quality editorial labeled as "Sponsored Content" on all of the following PCI platforms:

- Exclusive Website Content Page for 6 months (includes your ads)
- Featured on www.pcimag.com's Home Page and ROS (30 days)
- · eNewsletter Content Box Ad (leads available upon request)
- Social Media Promotion

#### **Podcasts**

Make your content "to-go" with a podcast sponsorship. Sponsor your own exclusive, custom podcast or gain exposure by sponsoring an editorial podcast. Podcasts are posted at www.pcimag.com/media/podcasts and are featured in our weekly eNewsletter, which is delivered to an average of 15,848\* weekly recipients.

## **PCI** Mobile App

Our new mobile app gives readers access to our content anywhere, anytime! Specifically designed for smartphones and tablets, the **PCI** mobile app features the latest breaking news, exciting new products, feature articles and more! Limited ad positions available!







PCI June 2015 BPA Brand Report

<sup>2015</sup> Reader Preference Profile Study

Media Owner's Data

<sup>\*\*\*\*</sup> PCI December 2015 BPA Brand Report



## ADDITIONAL MARKETING SOLUTIONS



## **Finishing Today Sponsorship**

www.pcimag.com/FinishingToday

Do you need to reach coatings applicators and end users? Sponsor **PCI's** Finishing Today web pages and articles, and your skyscraper and rectangle ads will average over 25,000\*\*\* impressions per month. See page 8 for details on sponsoring the monthly Finishing eFlash eNewsletter.

#### **Interactive Products**

Unlike traditional press releases, IPs are unique and interactive. They fuse the creative and storytelling aspects of advertising with comprehensive product information and multimedia, including video. Choose from the following Interactive Products:

• Interactive Product Spotlight • Interactive Editorial Infographic • Conversion Infographics.

Contact your Sales Representative to start your Interactive Product Spotlight campaign. www.IPS-ads.com





## Virtual Supplier **Brochures**

Include your company's brochure in the semi-annual Virtual Supplier Brochures. Viewable online at www.pcimag.com/brochures, and eBlasted to subscribers, this great resource helps you stay connected electronically. Receive leads showing who downloaded your brochure from the eBlasts!

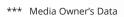


### eBooks

eBooks are contentdriven sources of information for industry professionals, allowing more interactivity than



white papers. eBooks also continue to offer the viewer professional information to support their dayto-day activities. Whether you have content, need content created, or would like to sponsor a brand's content, eBooks can help educate your market!



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#### www.coatingsconference.com

September 14-15, 2017 Lombard, IL

#### Increase Brand Awareness, Build Relationships, Achieve New Business

Over the past seven years, Coatings Trends & Technologies (CTT), co-produced by **PCI** magazine and CSCT/Symco, has become your go-to source to find the latest research, methods and trends in coatings technology and meet who is shaping the industry. With over 400\*\*\* qualified coatings

professionals and over half of those being R&D chemists, you can't afford to miss out.

This event grows larger every year – both in tabletop displays and attendance, and this year will be no different. Tabletop exhibits and sponsorship opportunities notoriously sell out in early summer so grab your spot fast!

#### **Who Should Sponsor?**

- · Raw Material Suppliers
- Distributors
- Equipment Manufacturers
- Lab Quality and Testing Manufacturers

#### What Will You Gain by Sponsoring?

Below are the top three driving factors that bring sponsors back to exhibit year after year:

- · Generate new leads and business opportunities
- · Network with their current clients
- Increase brand awareness among target audience





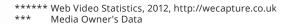
## **Broadcasting Live**

Strengthen your position and extend the reach of your CTT presentation by adding LIVE video. Those who view video-based presentations are 85% more likely to buy your products.\*\*\*\*\* Broadcasting Live is also available for webinars. Come to our studio or we'll travel to your facility or any location with Internet access. Contact your sales rep to learn more.

#### **Broadcasting Live Will:**

- Increase your event or webinar attendance;
- Strengthen your chances of getting attendees to buy;
- Separate yourself from the competition with cutting-edge technology;
- Grow membership/client databases;
- Take your presentation or product to an international level.









## CONTACTS & ADDITIONAL SERVICES

#### **Contact Us Today to Discuss** a Customized Package to Fit Your Needs!

#### **PUBLISHING/SALES**

#### **Tom Fowler**

Group Publisher East Coast Sales/Canada 248-786-1717 248-502-1091 (fax) fowlert@bnpmedia.com

#### Lisa Guldan

Midwest/West Coast Sales Manager 630-293-7261 248-502-2097 (fax) 630-688-5349 (cell) guldanl@pcimag.com

#### Andrea Kropp

Inside Sales Manager Classifieds/Directories/ Virtual Supplier Brochures 810-688-4847 248-502-1048 (fax) kroppa@pcimag.com

#### **INTERNATIONAL SALES**

#### Hanna Liu

**(** 

China Media Rep hanna@pcimagcn.com

#### **Gabriele Fahlbusch**

Europe Regional Sales Manager 49-(0)-202-271690 fahlbusch@ intermediapartners.de

#### **EDITORIAL**

#### **Kristin Johansson**

**Fditor** 248-641-0592 248-502-2094 (fax) kristin@pcimag.com

#### **Karen Parker**

Associate Editor 248-229-2681 parkerpcimag@gmail.com

#### **PRODUCTION**

#### **Brian Biddle**

Production Manager 847-405-4104 248-244-3915 (fax) biddleb@bnpmedia.com











The BNP Solutions website is a collection of tools and resources to help our clients gain the insight and knowledge needed to make informed purchasing decisions on the products and services BNP Media produces. For additional information about our brands, products, and specifications, visit www.bnpSOLUTIONS.com.

## Subscriber **List Rental**

The most powerful, responsive list of paint and coating formulators, manufacturers and end-users is just a call away. Complement your advertising program and introduce new products by renting **PCI's** exclusive subscriber list.

#### Please contact a list rental expert:

Kevin Collopy, kevin.collopy@infogroup.com, Ph: 402.836.6265

Michael Costantino, michael.costantino@infogroup.com,

Ph: 402.836.6266



## Clear Seas Research Making the Complex Clear

Your industry-focused market research partner providing clear insights to complex business questions focused on:

- Brand positioning
- Marketing effectiveness
- New product development
- Customer experience evaluations

Capturing feedback via quantitative surveys (online, phone, mail or in-person) OR qualitative experiences (one-on-ones, focus groups, or bulletin boards); we present results that are easily understood, insightful and actionable.

GET STARTED NOW. Contact Clear Seas Research at (248) 786-1619 or

connect@clearseasresearch.com.

www.clearseasresearch.com

## myCLEAR opinion

#### Your clear industry sample!

myCLEARopinion specializes in highquality B-to-B industry sample, providing access to a unique and powerful audience of decision makers for your research projects.

GET STARTED NOW. Contact myCLEARopinion at (248) 633-4930 or

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